



2024 Advanced Business Development

San Diego Convention Center, 111 Harbor Drive, San Diego, CA 92101

Three-Day Course Schedule

Friday, May 31, 2024, 8:30 a.m. – 5:00 p.m.

Saturday, June 1, 2024, 8:30 a.m.—5:45 p.m.

Sunday, June 2, 2024, 8:30 a.m. – 3:45 p.m.

Complimentary breakfast will be served each morning, 7:30—8:30 a.m.

The Course Registration desk will open each morning at 7:30 a.m.

DAY ONE: FRIDAY, MAY 31, 8:30 a.m. — 5:00 p.m.

<ul style="list-style-type: none"> Valuation and Deal Structuring Concepts and Trends 	8:30 a.m. – 9:45 a.m.
MORNING BREAK	9:45 a.m. – 10:00 a.m.
<ul style="list-style-type: none"> Valuation Tools, Techniques and Major Factors <i>Case Study Work</i> 	10:00 a.m. – 11:00 a.m. 11:00 a.m. – 12:30 p.m.
LUNCH BREAK	12:30 p.m. – 1:30 p.m.
<ul style="list-style-type: none"> Forecasting, Analysis, and Decision Support <i>Case Study Work (and afternoon break)</i> Deal Structuring Terms 	1:30 p.m. – 2:30 p.m. 2:30 p.m. – 4:00 p.m. 4:00 p.m. – 5:00 p.m.

DAY TWO: SATURDAY, JUNE 1, 8:30 a.m. — 5:00 p.m.

<ul style="list-style-type: none"> Negotiation Preparation <i>Case Study Work (and morning break)</i> Managing the Process and Influence Strategies <i>Case Study Work</i> 	8:30 a.m. – 9:45 a.m. 9:45 a.m. – 10:45 a.m. 10:45 a.m. – 11:45 a.m. 11:45 a.m. – 12:30 p.m.
LUNCH BREAK	12:30 p.m. – 1:30 p.m.
<ul style="list-style-type: none"> Types of IP, Freedom to Operate, Issues in Due Diligence <i>Case Study Work (and afternoon break)</i> Creating a Protection Timeline, Research Exemption, Competition Law <i>Case Study Work</i> 	1:30 p.m. – 3:00 p.m. 3:00 p.m. – 4:15 p.m. 4:15 p.m. – 5:00 p.m. 5:00 p.m. – 5:45 p.m.

DAY THREE: SUNDAY, JUNE 2, 8:30 a.m. — 3:45 p.m.

<ul style="list-style-type: none"> Key Concepts and Building Blocks of a Block Buster Deal Select Topics of Advanced Deal Structures 	8:30 a.m. – 9:45 a.m. 9:45 a.m. – 10:30 a.m.
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MORNING BREAK	10:30 a.m. – 10:45 a.m.
<ul style="list-style-type: none">• Trap Doors, Dead Ends, and other Do's and Don'ts• Current Trends in Licensing Deals	10:45 a.m. – 11:45 a.m. 11:45 a.m. – 12:30 p.m.
WORKING LUNCH AND CASE STUDY COMPLETION	12:30 p.m. – 3:00 p.m.
<ul style="list-style-type: none">• <i>Case Study Review</i>	3:00 p.m. – 3:45 p.m.
BIO PROFESSIONAL DEVELOPMENT NETWORKING RECEPTION	4:45 p.m. – 6:00 p.m.

Agenda subject to change.